

Message Text

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PAGE 01 TOKYO 13144 200839Z

ACTION STR-07

INFO OCT-01 EA-10 ISO-00 STRE-00 EB-08 H-01 SSO-00

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FM AMEMBASSY TOKYO

TO SECSTATE WASHDC IMMEDIATE 9762

C O N F I D E N T I A L TOKYO 13144

STR FOR AMBASSADOR STRAUSS

E.O. 11652: NA

TAGS: BEXP, JA, ETRD

SUBJECT: CITY OF BOSTON IOGA TRADE MISSION

REF: (A) STATE 181556, (B) USDOC 10643, (C) TOKYO 4782,
(D) STATE 22997

1. PLEASE BE REASSURED THAT EMBASSY HAS NEVER HAD ANY
OBJECTIONS TO VISIT OF MASSACHUSETTS (REVERSE) INVESTMENT/
CITY OF BOSTON IOGA TRADE MISSIONS TO JAPAN OCTOBER 16-24.

2. WHAT WE HAVE HAD WAS A CONCERN (SEE REFTEL D) THAT THE
PRESENCE IN JAPAN OF THE LARGEST U.S. TRADE MISSION EVER,
IMMEDIATELY PRIOR TO MASSACHUSETTS/BOSTON GROUPS' VISIT
MIGHT MAKE IT DIFFICULT FOR LATTER TO DRAW THE ATTENTION
AND EMPHASIS THEY MANIFESTLY DESERVE. THIS IS ESPECIALLY
THE CASE WITH BOSTON IOGA GROUP WHICH, ACCORDING TO REFTEL
(D) WILL BE FEATURING MEDICAL, LABORATORY, SCIENTIFIC AND
TEST INSTRUMENTS, OR THE SAME PRODUCT COVERAGE AS THE AD-
VANCED SCIENTIFIC EQUIPMENT EXPORT DEVELOPMENT MISSION WILL
HAVE HAD. THANKS TO TARGETED SMALL-GROUP/INDIVIDUAL CON-
SULTATION APPROACH (INSTEAD OF THE MORE COMMON GENERAL
SEMINAR FORMAT) DESCRIBED BY ADVANCEMEN ALDEN AND SMITH,
MASSACHUSETTS INVESTMENT MISSION APPOINTMENTS WILL HAVE
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PAGE 02 TOKYO 13144 200839Z

BEEEN ARRANGED BY COMMONWEALTH'S LOCAL CONTRACTOR PRIOR TO
MISSION'S ARRIVAL. THEREFORE PROBLEMS WHICH MIGHT BE
ANTICIPATED IN TRYING TO SET UP ONE MORE "INVEST-IN-BLANK-
STATE" GENERAL SEMINAR IN LATE OCTOBER, SHOULD NOT OCCUR
FOR THE INVESTMENT MISSION.

3. EMBASSY'S ADVICE WAS SOUGHT BY AND GIVEN TO ADVANCEMEN.

OUR ASSESSMENT WAS THAT THE TIMING APPEARED SOMEWHAT IN-
OPPORTUNE FOR THE BOSTON IOGA MISSION. WE ARE SURE SENATOR
KENNEDY WOULD WANT HIS CONSTITUENTS TO RECEIVE AN HONEST
ASSESSMENT OF THE DIFFICULTIES THEY MAY FACE.

4. OUR WISH IS TO HAVE EVERY U.S. TRADE PROMOTION MISSION
AS SUCCESSFUL AS POSSIBLE. EMBASSY OF COURSE STANDS READY
TO PROMOTE AND ASSIST THE BOSTON IOGA TRADE MISSION. FOR
EXAMPLE, WE ARE SUGGESTING TO USDOC THAT SCIENTIFIC EQUIP-
MENT EXPORT DEVELOPMENT MISSION ADVANCE PERSON BE AUTHORIZED
TO MAKE APPOINTMENTS FOR BOSTON TRADE GROUP AS WELL AS HIS
OWN. WE UNDERSTAND THAT THE MASSACHUSETTS-WIDE INVESTMENT
GROUP WILL NOT HAVE IOGA STATUS. WE WILL BE PLEASED, AS
ALWAYS, TO DO WHATEVER IS NECESSARY TO FACILITATE THIS
MISSION'S VISIT AND UNDERSTAND THEIR PLANS ARE ALREADY
WELL-DEVELOPED. MANSFIELD

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